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A properly developed work measurement program can make important contributions to total profits and personal success, says this authority in setting forth a step-by-step program that could save you as much as 25% in labor costs alone.

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WAREHOUSING, INVENTORY CONTROL & ORDER PROCESSING
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Determining Distribution Warehouse Costs, by Frank H. Mossman and J. Richard Jones, June, p. 23.
A careful analysis of the underlying cost factors in distribution warehousing, and a demonstration of a new technique for measuring handling and distance costs in units of time as a basis for more accurate per-product distribution warehouse cost figures.

Pallet Frames Show Annual Savings of 2.4 Times Their Cost, Jan., p. 20.
New storage method utilizes portable pallet frames, saves McDonnell Aircraft $4,792.50 annually in equipment, space and labor.

Pallet Layout for Optimum Space Utilization, by Ronald H. Ballou.
Part I, The Basic Research, Jan., p. 17.
The results of a full scale study by the author show how to save up to 35% of warehouse capacity by using angular pallet layout instead of the typical on-the-square layout.
Part II, Diagrams, Worksheets, and Formulas, Feb., p. 25.
All the tools you need to evaluate angular pallet layout potential for your warehousing operation are presented in this part . . . plus a folded worksheet to make the job easier.

Putting the Cube-Per-Order Index to Work in Warehouse Layout, by J. L. Heskett, Aug., p. 23.
This analytical tool can aid a wide range of warehouse operators by providing a means to reduce the costs of selecting orders and restocking order selection areas by at least 10%.

New Charts Simplify Inventory Management, by R. G. Hartranft and D. P. Herron, Dec., p. 19.
Inventory management charts give optimum order quantity and safety stock to minimize the sum of the annual ordering costs, carrying costs, and stockout penalty for an item.

Warehouse Cost Analysis and Control, by Howard Way and Edward W. Smykay, July, p. 31.
Two authorities in physical distribution propose a method of collecting warehousing cost data and of prorating all costs on a fair and equitable basis to each product or item handled.

TRANSPORTATION & TRAFFIC MANAGEMENT

Common Carrier Capabilities, May, p. 21.
A review of some of the services common carriers are making available that shippers can't get anywhere else, and proof that the common carriers are becoming increasingly sensitive to the needs of the new distribution techniques and marketing philosophies of their customers.

Computerizing Freight Cost Calculations, by E. K. Snyder and A. T. Steel, Sep., p. 23.
The Atomic Energy Commission uses a computer program (outlined in this article) to detect errors in freight cost calculations and identify the lowest cost/optimum service method of transporting any given shipment.

Flatboard Tie-down Device Speeds Loading of Rail Cars, Aug., p. 35.
Another example of what many carriers are doing to help shippers in their efforts to reduce total distribution costs.

How a Traffic Department Builds Customer Goodwill, Jan., p. 33.
A traffic department's "Helpful Hints" booklet explains transportation and claims procedures to distributors, stresses company's services.

How to Keep Freight Costs Down, Mar., p. 36.
Deran Confectionery Company's traffic department publishes a booklet to show its customers — generally retail customers — how to cope with rising freight costs.

Records Retrieval for Traffic Departments, Mar., p. 37.
Kodak uses microfilm-plus-punch-cards for shipping and receiving documents. Saves 2800 man-hours yearly, eliminates 80 files.

RRollway: The Latest in Passenger Transportation, Oct., p. 29.
General American Transportation Corporation's new concept of automated intercity transportation that is designed to move people between major population centers faster, safer, and cheaper than any method heretofore available.

Telscar: An Innovation in Transport Control Becomes a Major Marketing Tool for IMC, July, p. 19.
At International Minerals & Chemical Corp., the problem started out to be simply one of keeping track of 1500 IMC cars; but by the time IMC had finished working out a solution, several railroads were plugged into IMC's computer and daily reports on the location of all the company's carload shipments were available for use by the sales department in a unique program to increase customer service and reduce transit time of shipments.

Transportation Seminars at 2 Universities, Feb., p. 14.
New York University and American University look closely at p.d.m.

DATA PROCESSING, OPERATIONS RESEARCH & MANAGEMENT MATHEMATICS

Computer Applications: A Regular Monthly Feature, by Nicholas Glaskowsky.

BULOGA: Management training tool for p.d.m. (Part 2 of 2 parts). Jan., p. 34.

Management control reports.
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Take a giant step — match the schedule of hardware acquisition with the pace at which new management methods are adopted.
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An old problem is getting worse — what happens when a high-speed idiot is told what to do by a low-speed idiot?
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Arguments pro and con the small computer.
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Trends that will affect transportation and distribution management.
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The computer program — a technique preserver.
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The certified public programer and the importance of creative imagination in solving problems or designing systems.
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Electronic public relations — what causes computer errors?
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The guilty bystanders: is management attitude limiting computer potential?
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Can computers think? Will they replace middle management?
Nov., p. 47.

Research: what research? Data processing techniques are some of the best kept trade secrets.
Dec., p. 37.

Operations Research Techniques in Distribution Decision-Making, by W. R. Yurchak, Apr., p. 28.
How Air Products and Chemicals, Inc. uses operations research, linear programming, and computers to solve three separate physical distribution problems: (1) getting the optimum mix from existing plants and warehouses in the system, (2) adding an additional plant to the system, and (3) minimizing business interruption insurance premiums by setting up alternate distribution patterns to compensate for the loss of any plant in the system.

System/360: Implications for Physical Distribution, May, p. 31.
IBM's new computer is bigger, faster, and will help in big p.d. jobs.

OTHER SPECIAL FEATURE ARTICLES

Burning Bridges, by Ronald G. Ray, Feb., p. 17.
Concentration on technical professionalism rather than on development of broad management skills may eventually result in loss of status as well as actual reduction of authority, says this author, suggesting a program of liberal arts, interdepartmental training, and night school for top management aspirants.

Combatting the Hazards of Bulk Chemical Distribution, Aug., p. 36.
Manufacturing Chemists' Association develops "Chem-Card" program of instructions for combatting emergencies involving exotic and concentrated chemicals moving via highway transport.

The Systems Approach: Innovation in Documentation & Control, Oct., p. 30.
A roundup of the latest information on a variety of new, sophisticated — or just plain unusual — "hardware" with applications in the important areas of information, documentation and control.

This is Stenmark, May, p. 44.
New addressing and product identification system replaces brush and roll stenciling and other similar forms of marking.

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Some difficulties of p.d.m. cost accounting.

Feb., p. 4.
How long should records be kept? Here are some useful pointers.

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Significance of the industry trend toward acceptance of p.d.m.

Apr., p. 4.
Are you planning a business or pleasure trip to Europe? Here are some useful hints on making appointments, business etiquette, etc.

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Where does the industrial distributor fit in? What's his future?

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What Procter & Gamble has experienced from a nine year study of clamp-palletless handling in-plant and between plants.

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Air freight applications take on a routine — as opposed to emergency — character in more and more companies.

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Fleet operating cost study.